mhi

31st Annual Survey

Manufactured Home Financing in 1981

Manufactured Housing Institute
1745 JEFFERSON DAVIS HIGHWAY, ARLINGTON, VIRGINIA 22202

TABLE OF CONTENTS

	PAGE
INTRODUCTION	3
SURVEY BACKGROUND	4
SUMMARY AND ANALYSIS	5
THE SURVEY FINDINGS:	
Value and Number of Accounts Outstanding	7
Number of Loans Made in Past Year	8
Minimum Acceptable Down Payment	9
Average Maturity on Loans	10
Maximum Maturity on Loans	11
Number of Loans Paid Off	12
Loan Delinquencies	13
Repossession Trends	14
When Repossession Proceedings Begin	
Outstandings Recovered In Selling Repossessions	15
Portfolio Protection Methods	
Institutions Currently Active	16
Number of Years Experience	
Institutions By Size of Portfolio	
Net Activity of Responding Institutions	17
Financing of Other Construction	18
Profitability of Mobile Home Financing	
Future Plans for Mobile Home Financing	19
1982 Dollar Volume Commitment Plans	
Locations of Financial Institutions	20
Number of States	
Regional Distribution of Lenders	21
APPENDIX:	
Mobile Home Shipment Trends: 1970-1982	22
Mobile Home Shipments to States	23
Percent of Mobile Homes Financed	24
Federal Reserve Board: 1981 Mobile Home Outstandings	

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Manufactured Housing Institute
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April 19, 1982

The Manufactured Housing Institute, under the direction of its finance committee, is pleased to provide you with the 31st Annual Survey of Consumer Financing for Mobile Homes.

The purpose of this study is to provide financial institutions with information about the size of the market for mobile home financing, the distribution of that market, and the changes that are taking place in financing mobile homes. This information is an important guide to both new and established mobile home lenders. The information is particularly vital in today's inflationary market when financial institutions are challenged to provide financing under very unpredictable money market conditions.

The mobile home industry delivered in excess of 240,300 homes to consumers in 1981. This represented an increase of 8.5 percent over the previous year, despite the record high interest rate and the lingering recession. At an estimated average price of $19,400, the 1981 sales volume totalled just under $4.7 billion at the retail level. All of the mobile homes are built to the National Mobile Home Construction and Safety Standards Act of 1974. These construction standards are established and enforced by the U.S. Department of Housing and Urban Development (HUD). Every mobile home that is sold in the United States must have a seal which certifies that it has been approved by third party inspectors and meets the established HUD standards. These standards have encouraged the recent implementation of FHA and VA programs which provide 20 year financing terms for single-section homes and 23 year terms for multi-section mobile homes.

Our 1981 annual survey showed that 387 financial institutions, representing 5,402 operating locations, reported 854,806 mobile home accounts outstanding with a total value of slightly more than $13.16 billion. This was a 10.4 percent increase from the $11.91 billion in 1980.

The manufactured housing industry will need continued support from the lending community in order to meet the increasing demand for our product. We hope that this report will encourage your participation in this growing segment of the U.S. housing market.

William J. Owens
Vice President, Finance

SURVEY BACKGROUND

The sample for the Annual Survey of Manufactured Home Financing was originally developed from a list of names of financial institutions submitted by the five largest manufacturers in the industry. After eliminating the duplicate names from a list of over 5,000 names, a total of approximately 3,500 financial institutions were identified as having provided financing for the manufactured housing industry.

The questionnaires for the 31st Annual Survey for the year ending December 31, 1981, were sent to the 3,500 financial institutions during the first week of January, 1982. A second questionnaire was mailed during the last week in January to those in the sample who did not reply to the first mailing. Finally, a third mailing and telephone calls to a limited number of key lenders were initiated during the third week in February. The completed questionnaires were edited, coded and sent to data processing in mid-March.

Completed responses were received from 387 financial institutions, representing 11.1 percent of the survey sample. The responses included 277 commercial banks, 82 savings and loan associations and 28 finance companies.

Based on the Federal Reserve estimate of $18.49 billion for mobile home retail paper outstanding as of December 31, 1981 (see page 24), the 387 respondents to this survey who reported $13.16 billion outstandings represented a sample of 71 percent.

SUMMARY AND ANALYSIS

A total of 387 financial institutions representing 5,402 operating locations reported doing business in mobile home consumer financing in 1981. These institutions consisted of 277 banks with 3,794 locations, 28 finance companies with 814 locations and 82 savings and loan associations with 794 locations. Over 83 percent of the financial institutions said they have financed mobile homes for 10 or more years with the average for all institutions at 13.84 years.

The mobile home gross dollar volume totalled 13.16 billion in 1981, up 10.4 percent as compared to the 1980 gross outstandings of 11.91 billion dollars. Finance companies accounted for 60 percent of that volume, commercial banks had 30 percent and savings and loan associations had 10 percent.

The finance companies reported the largest gain in mobile home loan activity with slightly more than 7.84 billion dollars, a 13.7 percent increase as compared to the 6.90 billion dollar volume in 1980. Commercial banks reported slightly more than 3.99 billion dollars in gross outstandings, up 11.8 percent from the 3.57 billion dollars in 1980. Savings and loan associations reported just under 1.32 billion dollars in outstandings in 1981, down 8.6 percent from the 1.44 billion dollars in 1980.

As of December 31, 1981, there were a total of 854,806 mobile home loan accounts outstanding, up 5.7 percent from 808,531 accounts in 1980. Finance companies had 483,666 accounts outstanding, commercial banks had 283,379, and the savings and loan associations had 86,761 accounts outstanding.

The average mobile home account outstanding among all financial institutions in 1981 was $15,391. This was 4.5 percent higher than the 1980 average account value of $14,735. Finance companies averaged $16,217, savings and loans averaged $15,035, and commercial banks averaged $14,091 per mobile home account.

There were a total of 148,767 mobile home loans made in 1981. Finance companies continued to be the most active with 61 percent of all new loans for a total of 90,441 loans, up 2.6 percent from 1980. Commercial banks had 31 percent with 45,971 loans in 1981, up 2.0 percent and savings and loan associations had 8 percent share with 12,355 loans, down 8.3 percent from 1980.

Slightly less than 85 percent of the mobile home loans made in 1981 were placed through mobile home dealers as compared to slightly more than 15 percent that were made directly to consumers. In 1980, 88 percent of the new loans were indirect and 12 percent were direct loans.

The minimum down payment for new single-section mobile home loans was slightly higher in 1981. The average minimum down payment was 17.92 percent as compared to 17.78 percent in 1980. For multi-section homes, the average minimum down payment was 18.57 percent, slightly lower than the 18.74 percent average in 1980.

The average maturity for new single-section loans in 1981 was 10.89 years. Commercial banks averaged 10.14 years, finance companies 12.36 years and savings and loans 13.05 years. The average maturity for new multi-section mobile homes was 12.71 years with banks averaging 11.76 years, finance companies 13.10 years and thrift institutions 15.66 years.

Delinquency rates increased in 1981. All financial institutions reported 4.3 percent of the mobile home accounts delinquent by 30 days or more, up from the 3.0 percent delinquency rate reported in 1980. The delinquency rate for banks was 4.1 percent, finance companies 4.4 percent and savings and loan associations 4.8 percent.

The repossession rate also rose. In 1981, 0.8 percent of the accounts outstanding were reported as repossessions as compared to 0.5 percent in 1980. For all financial institutions, repossession proceedings were initiated 83 days after the loan was in default. On the average, financial institutions recovered 82.5 percent of their loan when the mobile home was repossessed and sold.

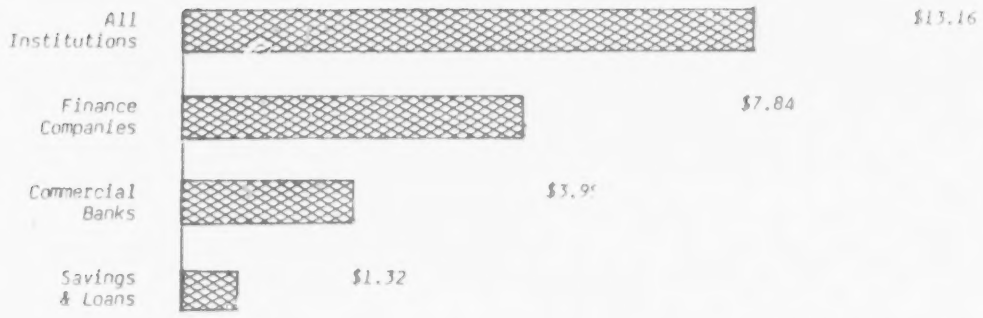
Overall, 87 percent of the financial institutions said that they also provide financing for conventional homes and tracts, 15 percent said they finance mobile home and modular subdivisions, and 23 percent provide financing for mobile home parks. Almost two-thirds (65 percent) of all financial institutions said that mobile home loans are as profitable, or more profitable, than real estate loans. Finance companies and savings and loans reported that on balance mobile home loans are more profitable while commercial banks felt real estate loans are more profitable.

Almost a quarter (24 percent) of all financial institutions reported they will increase their mobile home portfolio in 1982 while 37 percent said they will stay at the same level and 22 percent plan to decrease their activity. Over half (52 percent) of the finance companies and 35 percent of the saving and loan associations said they would increase their portfolio. While only 17 percent of the commercial banks plan to increase their mobile home loan activity in 1982 another 44 percent plan to stay at the same level.

Jon W. Whitney
President
JON WHITNEY ASSOCIATES, INC.

1981 SURVEY FINDINGS

DOLLAR VALUE OF MOBILE HOME CONSUMER LOANS OUTSTANDING
(In Billions)



VALUE OF MOBILE HOME RETAIL PAPER OUTSTANDING AND NUMBER OF ACCOUNTS OF REPORTING INSTITUTIONS

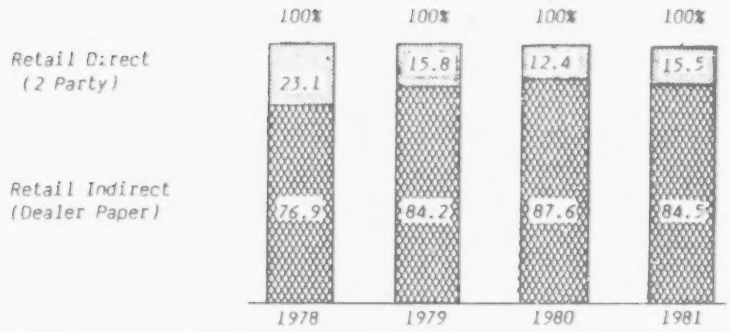
Total of All Institutions	1981	1980	1979	1978
Reporting Institutions	387	387	389	406
Dollar Value	$13,156,317,000	$11,913,663,000	$10,085,252,000	$ 8,230,671,000
Average Account Value	$15,391	$14,735	$13,905	$12,373
Accounts Outstanding	854,806	808,531	725,294	665,195

Accounts Outstanding Financed by Banks, Finance Companies, and Savings and Loan Associations

BANKS	1981	1980	1979	1978
Reporting Institutions	277	277	285	309
Dollar Value	$ 3,993,098,000	$ 3,571,731,000	$ 3,683,167,000	$ 3,316,223,000
Average Account Value	$14,091	$13,091	$12,748	$11,978
Accounts Outstanding	283,379	272,848	288,920	277,851
FINANCE COMPANIES				
Reporting Institutions	28	28	28	22
Dollar Value	$ 7,843,770,000	$ 6,898,131,000	$ 5,185,802,000	$ 3,893,833,000
Average Account Value	$16,217	$15,581	$14,561	$12,329
Accounts Outstanding	483,666	442,716	356,139	315,817
SAVINGS AND LOAN				
Reporting Institutions	82	82	76	75
Dollar Value	$ 1,319,449,000	$ 1,443,801,000	$ 1,216,283,000	$ 1,020,615,000
Average Account Value	$15,035	$15,530	$15,159	$14,072
Accounts Outstanding	87,761	92,967	80,235	72,527

MOBILE HOME LOAN TRENDS

Percent of Loans Made That Year



NUMBER OF MOBILE HOME LOANS MADE IN THE PAST YEAR

Total of All Institutions	1981	%	1980	%	1979	%	1978	%
Reporting Institutions	293		321		337		349	
Loans Made in Calendar Year	148,767	100.0	146,725	100.0	151,256	100.0	140,128	100.0
Total Direct Loans	23,108	15.5	18,245	12.4	23,971	15.8	32,353	23.1
Total Indirect Loans	125,659	84.5	128,480	87.6	127,285	84.2	107,775	76.9

Loans Made in the Past Year by Banks, Finance Companies, and Savings and Loan Associations

BANKS	1981	%	1980	%	1979	%	1978	%
Reporting Institutions	212		228		245		262	
Loans Made in Calendar Year	45,971	100.0	45,055	100.0	53,392	100.0	62,493	100.0
Total Direct Loans	14,999	32.6	13,232	29.4	19,344	36.2	21,361	34.2
Total Indirect Loans	30,972	67.4	31,823	70.6	34,048	63.8	41,132	65.8
FINANCE COMPANIES								
Reporting Institutions	23		23		22		19	
Loans Made in Calendar Year	90,441	100.0	88,191	100.0	80,689	100.0	62,316	100.0
Total Direct Loans	5,022	5.6	2,080	2.4	429	0.5	4,194	6.7
Total Indirect Loans	85,419	94.4	86,111	97.6	80,260	99.5	58,122	93.3
SAVINGS AND LOAN								
Reporting Institutions	58		70		70		68	
Loans Made in Calendar Year	12,355	100.0	13,479	100.0	17,175	100.0	15,319	100.0
Total Direct Loans	3,087	25.0	2,933	21.8	4,198	24.4	6,798	44.4
Total Indirect Loans	9,268	75.0	10,546	78.2	12,977	75.6	8,521	55.6

MINIMUM ACCEPTABLE DOWN PAYMENT REQUIRED BY FINANCIAL INSTITUTIONS

REPORTING INSTITUTIONS	ALL INSTITUTIONS	BANKS	FINANCE COMPANIES	SAVINGS & LOAN
SINGLE-SECTION, NEW	309	227	20	62
MULTI-SECTION, NEW	279	201	18	60
Single-section, Used	291	220	17	54
Multi-section, Used	260	193	15	52
AVERAGE MINIMUM ACCEPTABLE DOWN PAYMENT				
SINGLE-SECTION, NEW	17.92 Percent	19.00 Percent	11.40 Percent	16.08 Percent
MULTI-SECTION, NEW	18.57	19.41	12.11	17.67
Single-section, Used	20.29	21.63	11.76	17.54
Multi-section, Used	20.50	21.56	12.53	18.85
Distribution of Loans by Down Payment				
10% DOWN OR LESS				
SINGLE-SECTION, NEW	24.3 %	17.2 %	75.0 %	33.9 %
MULTI-SECTION, NEW	17.6	11.9	61.1	23.3
Single-section, Used	18.6	12.7	70.6	25.9
Multi-section, Used	14.2	9.8	60.0	17.3
11% TO 15% DOWN				
SINGLE-SECTION, NEW	22.6 %	20.3 %	15.0 %	33.9 %
MULTI-SECTION, NEW	22.6	20.9	27.7	26.7
Single-section, Used	17.2	13.2	23.5	31.4
Multi-section, Used	15.8	11.9	26.6	26.9
16% TO 20% DOWN				
SINGLE-SECTION, NEW	30.5 %	33.9 %	10.0 %	24.2 %
MULTI-SECTION, NEW	37.9	39.8	11.2	40.0
Single-section, Used	27.8	30.0	5.9	26.0
Multi-section, Used	34.2	35.3	13.4	36.6
MORE THAN 20% DOWN				
SINGLE-SECTION, NEW	22.6 %	28.6 %	--	8.0 %
MULTI-SECTION, NEW	21.9	27.4	--	10.0
Single-section, Used	36.4	44.1	--	16.7
Multi-section, Used	35.8	43.0	--	19.2

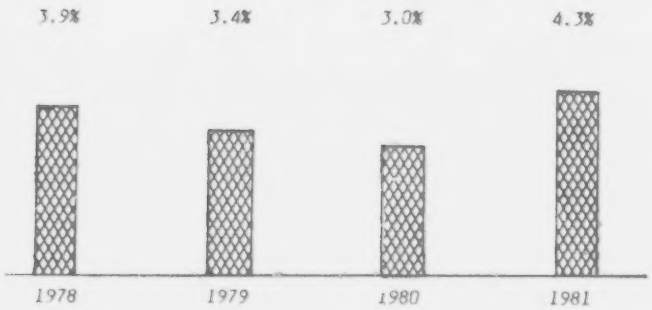
AVERAGE OR TYPICAL MATURITY ON LOANS MADE IN 1981

REPORTING INSTITUTIONS	ALL INSTITUTIONS	BANKS	FINANCE COMPANIES	SAVINGS & LOAN
SINGLE-SECTION, NEW	290	210	22	58
MULTI-SECTION, NEW	246	173	20	53
Single-section, Used	281	210	19	52
Multi-section, Used	213	151	16	46
AVERAGE MATURITY				
SINGLE-SECTION, NEW	10.89 Years	10.14 Years	12.36 Years	13.05 Years
MULTI-SECTION, NEW	12.71	11.76	13.10	15.66
Single-section, Used	7.46	6.91	8.47	9.31
Multi-section, Used	9.24	8.42	9.94	11.67
Distribution of Loans by Maturity				
LESS THAN 10 YEARS				
SINGLE-SECTION, NEW	21.3 %	26.7 %	18 2 %	3.4 %
MULTI-SECTION, NEW	11.0	13.9	15.0	--
Single-section, Used	71.9	79.5	42.1	51.9
Multi-section, Used	47.4	59.6	25.0	15.2
10 TO 11 YEARS				
SINGLE-SECTION, NEW	26.2 %	31.4 %	9.1 %	13.8 %
MULTI-SECTION, NEW	13.4	18.5	--	1.9
Single-section, Used	21.4	16.7	47.4	30.8
Multi-section, Used	29.1	27.8	43.7	28.3
12 TO 14 YEARS				
SINGLE-SECTION, NEW	34.6 %	33.3 %	22.7 %	43.1 %
MULTI-SECTION, NEW	35.4	41.0	25.0	20.8
Single-section, Used	3.9	1.9	10.5	9.6
Multi-section, Used	15.0	7.3	31.3	34.8
15 YEARS OR MORE				
SINGLE-SECTION, NEW	17.9 %	8.6 %	50.0 %	39.7 %
MULTI-SECTION, NEW	40.2	26.6	60.0	77.3
Single-section, Used	2.8	1.9	--	7.7
Multi-section, Used	8.5	5.3	--	21.7

MAXIMUM MATURITY ON LOANS MADE IN 1981

REPORTING INSTITUTIONS	ALL INSTITUTIONS	BANKS	FINANCE COMPANIES	SAVINGS & LOAN
SINGLE-SECTION, NEW	288	208	21	59
MULTI-SECTION, NEW	248	174	19	55
Single-section, Used	278	209	19	50
Multi-section, Used	226	162	16	48
AVERAGE MATURITY				
SINGLE-SECTION, NEW	12.32 Years	11.40 Years	13.52 Years	15.14 Years
MULTI-SECTION, NEW	14.18	12.98	15.63	17.49
Single-section, Used	9.24	8.38	10.74	12.28 *
Multi-section, Used	10.91	9.88	11.38	14.21
Distribution of Loans by Maturity				
LESS THAN 10 YEARS				
SINGLE-SECTION, NEW	12.2 %	15.9 %	4.8 %	1.7 %
MULTI-SECTION, NEW	5.6	7.4	5.3	--
Single-section, Used	45.7	56.0	15.8	14.0
Multi-section, Used	27.9	35.8	6.2	8.3
10 TO 11 YEARS				
SINGLE-SECTION, NEW	18.8 %	24.0 %	9.5 %	3.4 %
MULTI-SECTION, NEW	9.7	13.8	--	--
Single-section, Used	29.5	30.6	31.6	24.0
Multi-section, Used	34.1	40.1	31.3	14.6
12 TO 14 YEARS				
SINGLE-SECTION, NEW	32.6 %	38.0 %	14.3 %	20.3 %
MULTI-SECTION, NEW	29.4	39.1	10.5	5.5
Single-section, Used	14.4	9.6	36.8	26.0
Multi-section, Used	16.4	13.0	43.8	18.8
15 YEARS OR MORE				
SINGLE-SECTION, NEW	36.4 %	22.1 %	71.4 %	74.6 %
MULTI-SECTION, NEW	55.3	39.7	84.2	94.5
Single-section, Used	10.4	3.8	15.8	36.0
Multi-section, Used	21.6	11.1	18.7	58.3

MOBILE HOME LOAN DELINQUENCIES
In Percents



MOBILE HOME LOANS PAID OFF BY REPAYMENT AND PREPAYMENT DURING 1981

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	265		179		16		70	
Accounts Outstanding	611,947	100.0	150,016	100.0	392,754	100.0	69,177	100.0
Loans Paid Off by Repayment	63,687	10.4	19,598	13.1	37,378	9.5	6,711	9.7

MOBILE HOME LOANS PAID OFF BY REPOSSESSION DURING 1981

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	338		243		17		78	
Accounts Outstanding	669,032	100.0	178,828	100.0	408,499	100.0	81,705	100.0
Loans Paid Off by Repossession	13,959	2.1	1,998	1.1	10,928	2.7	1,033	1.3

MOBILE HOME CONSUMER LOAN DELINQUENCIES

Total of All Institutions	1981	%	1980	%	1979	%	1978	%
Reporting Institutions	376		361		355		396	
Accounts Outstanding	842,097	100.0	783,574	100.0	650,384	100.0	642,308	100.0
Accounts Delinquent	36,408	4.3	23,844	3.0	22,428	3.4	24,791	3.9
30-59 Days	23,496	2.8	15,655	2.0	14,011	2.2	15,789	2.5
60-89 Days	6,404	0.8	4,236	0.5	4,172	0.6	5,209	0.8
90 Days Plus	6,508	0.8	3,953	0.5	4,245	0.6	3,793	0.6

By Banks, Finance Companies, and Savings and Loan Associations

	1981	%	1980	%	1979	%	1978	%
BANKS								
Reporting Institutions	267		257		260		301	
Accounts Outstanding	273,950	100.0	258,400	100.0	242,427	100.0	256,082	100.0
Accounts Delinquent	11,206	4.1	7,799	3.0	9,091	3.7	11,268	4.4
30-59 Days	7,984	2.9	5,442	2.1	6,545	2.7	8,191	3.2
60-89 Days	1,771	0.6	1,424	0.6	1,489	0.6	2,074	0.8
90 Days Plus	1,451	0.5	933	0.4	1,057	0.4	1,003	0.4
FINANCE COMPANIES								
Reporting Institutions	27		26		22		22	
Accounts Outstanding	480,386	100.0	436,127	100.0	336,939	100.0	315,817	100.0
Accounts Delinquent	21,007	4.4	13,007	3.0	10,231	3.0	11,084	3.5
30-59 Days	12,880	2.7	8,210	1.9	5,478	1.6	6,040	1.9
60-89 Days	3,917	0.8	2,298	0.5	2,077	0.6	2,630	0.8
90 Days Plus	4,210	0.9	2,499	0.6	2,676	0.8	2,414	0.8
SAVINGS AND LOAN								
Reporting Institutions	82		78		73		73	
Accounts Outstanding	87,761	100.0	89,047	100.0	71,018	100.0	70,409	100.0
Accounts Delinquent	4,195	4.8	3,038	3.4	3,106	4.4	2,439	3.5
30-59 Days	2,632	3.0	2,003	2.2	1,988	2.8	1,558	2.2
60-89 Days	716	0.8	514	0.6	606	0.9	505	0.7
90 Days Plus	847	1.0	521	0.6	512	0.7	373	0.5

REPOSSESSIONS IN TOTAL OUTSTANDINGS AS OF DECEMBER 31

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
1981								
REPORTING INSTITUTIONS	376		267		27		82	
Accounts Outstanding	842,097	100.0	273,950	100.0	480,386	100.0	87,761	100.0
Repossessions	6,705	0.8	1,369	0.5	4,753	1.0	583	0.7
1980								
REPORTING INSTITUTIONS	361		257		26		78	
Accounts Outstanding	783,574	100.0	258,400	100.0	436,127	100.0	89,047	100.0
Repossessions	4,283	0.5	1,223	0.5	2,497	0.6	563	0.6
1979								
REPORTING INSTITUTIONS	355		260		22		73	
Accounts Outstanding	650,384	100.0	242,427	100.0	336,939	100.0	71,018	100.0
Repossessions	3,539	0.5	1,126	0.5	1,950	0.6	469	0.7
1978								
REPORTING INSTITUTIONS	396		301		22		73	
Accounts Outstanding	642,308	100.0	256,082	100.0	315,817	100.0	70,409	100.0
Repossessions	4,086	0.6	1,367	0.5	2,131	0.7	588	0.8

WHEN REPOSSESSION PROCEEDINGS BEGIN

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	314	100.0	225	100.0	18	100.0	71	100.0
30 Days or Less	10	3.2	8	3.6	--	--	2	2.8
31 to 60 Days	87	27.7	60	26.7	12	66.7	15	21.1
61 to 90 Days	172	54.8	122	54.2	5	27.8	45	63.4
More than 90 Days	45	14.3	35	15.6	1	5.5	9	12.7
AVERAGE DAYS	82.77		83.06		70.06		85.08	

PERCENTAGE OF LOANS OUTSTANDINGS RECOVERED IN SELLING A REPOSSESSED MOBILE HOME

	ALL INSTITUTIONS		BANKS		FINANCE COMPANIES		SAVINGS & LOAN	
		%		%		%		%
REPORTING INSTITUTIONS	209	100.0	144	100.0	12	100.0	53	100.0
Less than 50%	17	8.1	14	9.7	--	--	3	5.7
50% to 59%	5	2.4	4	2.8	--	--	1	1.9
60% to 69%	10	4.8	9	6.3	1	8.3	--	--
70% to 79%	17	8.1	8	5.6	1	8.3	8	15.1
80% to 89%	32	15.3	22	15.3	4	33.3	6	11.3
90% to 99%	66	31.6	44	30.6	4	33.3	18	34.0
100%	62	29.7	43	29.9	2	16.7	17	32.1
AVERAGE PERCENTAGE	82.53%		81.04%		86.17%		85.74%	

MOBILE HOME FORTFOLIO PROTECTION METHODS

	TOTAL		BANKS		FINANCE COMPANIES		SAVINGS & LOAN	
		%		%		%		%
REPORTING INSTITUTIONS	355	100.0	253	100.0	27	100.0	75	100.0
Dealer Recourse Agreement	166	46.8	126	49.8	12	44.4	28	37.3
Dealer Repurchase Agreement	89	25.1	67	26.5	8	29.6	14	18.7
Private Mortgage	80	22.5	53	20.9	6	22.2	21	28.0
FHA Insurance	51	14.4	21	8.3	13	48.1	17	22.7
VA Guaranty	39	11.0	9	3.6	13	48.1	17	22.7
Non-Recourse Reserve	88	24.8	57	22.5	5	18.5	26	34.7
None/Ability to Repay	41	11.5	37	14.6	1	3.7	3	4.0
Self Insured	9	2.5	2	.8	--	--	7	9.3
Miscellaneous	19	5.3	13	5.1	1	3.7	5	6.7

NOTE: Some reporting institutions use several of the listed protection methods, not just one.

INSTITUTIONS CURRENTLY ACTIVE IN MOBILE HOME FINANCING

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	387	100.0	277	100.0	28	100.0	82	100.0
YES	266	68.7	188	67.9	24	85.7	54	65.9
NO	121	31.3	89	32.1	4	14.3	28	34.1

NUMBER OF YEARS EXPERIENCE IN MOBILE HOME FINANCING

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	352	100.0	253	100.0	28	100.0	71	100.0
1 to 4 Years	14	4.0	9	3.6	1	3.6	4	5.6
5 to 9 Years	45	12.8	26	10.3	3	10.7	16	22.5
10 to 19 Years	211	59.9	147	58.1	14	50.0	50	70.4
20 to 29 Years	67	19.0	60	23.7	6	21.4	1	1.4
30 or More Years	15	4.3	11	4.3	4	14.3	--	--
No Answer	35		24		--		11	
Average	13.84 Years		14.72 Years		16.00 Years		9.85 Years	

INSTITUTIONS BY SIZE OF MOBILE HOME PORTFOLIO

GROSS OUTSTANDINGS (in millions)	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	387	100.0	277	100.0	28	100.0	82	100.0
Under $10.0	266	68.7	213	76.9	6	21.4	47	57.3
$10.0 and Over	121	31.3	64	23.1	22	78.6	35	42.7

NET ACTIVITY OF RESPONDING INSTITUTIONS

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
1981								
Accounts Outstanding Beginning of Year	783,685	100.0	259,004	100.0	441,531	100.0	83,150	100.0
Loans Advanced	148,767	19.0	45,971	17.7	90,441	20.5	12,355	14.9
Repayment Liquidations	(63,687)	8.1	(19,598)	7.6	(37,378)	8.5	(6,711)	8.1
Repossession Liquidations	(13,959)	1.8	(1,998)	0.8	(10,928)	2.5	(1,033)	1.2
Net Activity	71,121	9.1	24,375	9.4	42,135	9.5	4,611	5.5
Accounts Outstanding End of Year	854,806	109.1	283,379	109.4	483,666	109.5	87,761	105.5
1980								
Accounts Outstanding Beginning of Year	732,246	100.0	247,972	100.0	397,012	100.0	87,262	100.0
Loans Advanced	146,725	20.0	45,055	18.2	88,191	22.2	13,479	15.4
Repayment Liquidations	(60,345)	8.2	(18,480)	7.5	(35,028)	8.8	(6,837)	7.8
Repossession Liquidations	(10,095)	1.4	(1,699)	0.7	(7,459)	1.9	(937)	1.1
Net Activity	76,285	10.4	24,876	10.0	45,704	11.5	5,705	6.5
Accounts Outstanding End of Year	808,531	110.4	272,848	110.0	442,716	111.5	92,967	106.5
1979								
Accounts Outstanding Beginning of Year	647,559	100.0	255,949	100.0	319,939	100.0	71,671	100.0
Loans Advanced	151,256	23.4	53,392	20.9	80,689	25.2	17,175	24.0
Repayment Liquidations	(62,354)	9.6	(18,680)	7.3	(36,051)	11.3	(7,623)	10.6
Repossession Liquidations	(11,167)	1.7	(1,741)	0.7	(8,438)	2.5	(988)	1.4
Net Activity	77,735	12.0	32,971	12.9	36,200	11.3	8,564	11.9
Accounts Outstanding End of Year	725,294	112.0	288,920	112.9	356,139	111.3	80,235	111.9
1978								
Accounts Outstanding Beginning of Year	596,986	100.0	247,469	100.0	284,067	100.0	65,450	100.0
Loans Advanced	140,120	23.5	62,486	25.3	62,316	21.9	15,318	23.4
Repayment Liquidations	(59,707)	10.0	(30,487)	12.3	(21,803)	7.7	(7,417)	11.3
Repossession Liquidations	(12,204)	2.0	(2,617)	1.1	(8,763)	3.1	(824)	1.3
Net Activity	68,209	11.4	29,382	11.9	31,750	11.2	7,077	10.8
Accounts Outstanding End of Year	665,195	111.4	276,851	111.9	315,817	111.2	72,527	110.8

FINANCING OF OTHER TYPES OF HOUSING/CONSTRUCTION

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	271	100.0	196	100.0	10	100.0	65	100.0
Conventional Homes/Tracts	236	87.1	173	88.3	3	30.0	60	92.3
Mobile Home/Modular Subdivisions	40	14.8	23	11.7	2	20.0	15	23.1
Mobile Home Parks	62	22.9	37	18.9	1	10.0	24	36.9
Miscellaneous	9	3.3	2	1.0	3	30.0	4	6.2
No Other	26	9.6	21	10.7	4	40.0	1	1.5

PROFITABILITY OF MOBILE HOME LENDING COMPARED TO REAL ESTATE LOAN PROGRAMS

	TOTAL	%	BANKS	%	FINANCE COMPANIES	%	SAVINGS & LOAN	%
REPORTING INSTITUTIONS	297	100.0	214	100.0	14	100.0	69	100.0
Mobile Home Loans Are More Profitable	86	29.0	54	25.2	6	42.9	26	37.7
Mobile Home Loans Are Less Profitable	106	35.7	80	37.4	5	35.7	21	30.4
Both About the Same	105	35.3	80	37.4	3	21.4	22	31.9

PLANS FOR MOBILE HOME FINANCING IN 1982

	TOTAL		BANKS		FINANCE COMPANIES		SAVINGS & LOAN	
		%		%		%		%
REPORTING INSTITUTIONS	366	100.0	260	100.0	27	100.0	79	100.0
Will Start Financing	13	3.6	7	2.7	1	3.7	5	6.3
Will Increase Portfolio	86	23.5	44	16.9	14	51.9	28	35.4
Stay At Same Size	134	36.6	115	44.2	4	14.8	15	19.0
Will Decrease Portfolio	80	21.9	57	21.9	4	14.8	19	24.1
Will Discontinue	53	14.5	37	14.2	4	14.8	12	15.2

APPROXIMATE DOLLAR VOLUME LENDERS PLAN TO COMMIT FOR MOBILE HOME LOANS IN 1982

	TOTAL		BANKS		FINANCE COMPANIES		SAVINGS & LOAN	
		%		%		%		%
REPORTING INSTITUTIONS	152	100.0	97	100.0	19	100.0	36	100.0
Less than $500,000	35	23.0	30	30.9	2	10.5	3	8.4
$500,000 to $999,999	27	17.8	23	23.7	--	--	4	11.1
$1,000,000 to $2,499,999	26	17.1	20	20.6	2	10.5	4	11.1
$2,500,000 to $4,999,999	16	10.5	6	6.2	1	5.3	9	25.0
$5,000,000 to $9,999,999	17	11.2	9	9.3	1	5.3	7	19.4
$10,000,000 to $49,999,999	24	15.8	9	9.3	6	31.6	9	25.0
$50,000,000 or more	7	4.6	--	--	7	36.8	--	--
Average (In Millions)	$13.75		$3.11		$82.14		$6.33	

NUMBER OF FINANCIAL LOCATIONS REPRESENTED

	TOTAL		BANKS		FINANCE COMPANIES		SAVINGS & LOAN	
		%		%		%		%
REPORTING INSTITUTIONS	350	100.0	253	100.0	22	100.0	75	100.0
1 Location	181	51.7	145	57.3	9	40.9	27	36.0
2 Locations	23	6.5	17	6.7	1	4.5	5	6.7
3 Locations	24	6.9	18	7.1	2	9.1	4	5.3
4-5 Locations	24	6.9	14	5.5	1	4.5	9	12.0
6-10 Locations	29	8.3	15	5.9	2	9.1	12	16.0
11-20 Locations	24	6.9	15	5.9	2	9.1	7	9.3
21-30 Locations	15	4.3	9	3.6	2	9.1	4	5.3
31-100 Locations	22	6.3	14	5.5	1	4.5	7	9.3
More than 100	8	2.3	6	2.4	2	9.1	--	--
Total Locations	5,402		3,794		814		794	
(Base: Total Sample)	(387)		(277)		(28)		(82)	

NUMBER OF STATES OPERATING

	TOTAL		BANKS		FINANCE COMPANIES		SAVINGS & LOAN	
		%		%		%		%
REPORTING INSTITUTIONS	351	100.0	251	100.0	23	100.0	77	100.0
1 State	309	88.0	236	94.0	5	21.7	68	88.3
2 States	15	4.3	7	2.8	3	13.0	5	6.5
3 States	10	2.9	5	2.0	2	8.7	3	3.9
4-5 States	4	1.1	2	0.8	1	4.4	1	1.3
6 or More	13	3.7	1	0.4	12	52.2	--	--
Average Number of States	2.03		1.12		14.74		1.19	

REGIONAL DISTRIBUTION OF MOBILE HOME LENDERS

	ALL INSTITUTIONS		BANKS		FINANCE COMPANIES		SAVINGS & LOAN	
TOTAL (Location Reported)	368	100.0%	263	100.0%	26	100.0%	79	100.0%
NORTHEAST	47	12.8%	36	13.7%	3	11.5%	8	10.1%
Connecticut	2		--		1		1	
Maine	2		2		--		--	
Massachusetts	2		2		--		--	
New Hampshire	3		2		--		1	
New Jersey	--		--		--		--	
New York	8		6		2		--	
Pennsylvania	26		21		--		5	
Rhode Island	1		1		--		--	
Vermont	3		2		--		1	
EAST NORTH CENTRAL	87	23.6%	56	21.3%	4	15.4%	27	34.2%
Illinois	21		16		1		4	
Indiana	20		17		--		3	
Michigan	17		8		2		7	
Ohio	17		7		--		10	
Wisconsin	12		8		1		3	
WEST NORTH CENTRAL	61	16.6%	48	18.3%	4	15.4%	9	11.4%
Iowa	6		3		--		3	
Kansas	9		9		--		--	
Minnesota	15		13		1		1	
Missouri	16		11		3		2	
Nebraska	7		6		--		1	
North Dakota	5		3		--		2	
South Dakota	3		3		--		--	
SOUTH ATLANTIC	67	18.2%	45	17.1%	10	38.6%	12	15.2%
Delaware	3		3		--		--	
Florida	19		9		4		6	
Georgia	3		2		--		1	
Maryland	4		2		1		1	
North Carolina	11		8		2		1	
South Carolina	4		1		2		1	
Virginia	12		10		1		1	
West Virginia	11		10		--		1	
SOUTH CENTRAL	52	14.1%	38	14.4%	3	11.5%	11	13.9%
Alabama	3		3		--		--	
Arkansas	4		4		--		--	
Kentucky	4		4		--		--	
Louisiana	11		8		1		2	
Mississippi	2		--		--		2	
Oklahoma	6		1		1		4	
Tennessee	5		5		--		--	
Texas	17		13		1		3	
MOUNTAIN	28	7.6%	22	8.4%	1	3.8%	5	6.3%
Arizona	7		3		--		4	
Colorado	4		3		1		--	
Idaho	4		4		--		--	
Montana	9		8		--		1	
Nevada	1		1		--		--	
New Mexico	1		1		--		--	
Utah	1		1		--		--	
Wyoming	1		1		--		--	
PACIFIC	26	7.1%	18	6.8%	1	3.8%	7	8.9%
California	15		9		1		5	
Oregon	6		6		--		--	
Washington	5		3		--		2	

APPENDIX

MOBILE HOME SHIPMENT AND DOLLAR VOLUME TRENDS

	TOTAL U.S. SHIPMENTS		ESTIMATED RETAIL VOLUME	
YEAR	UNIT VOLUME	% CHANGE FROM PREVIOUS YEAR	DOLLARS IN MILLIONS	NET CHANGE IN MILLIONS
1970	401,190	- 3%	$2,451	-$ 46
1971	496,570	+ 24	3,297	+ 846
1972	575,940	+ 16	4,003	+ 706
1973	566,920	- 2	4,406	+ 403
1974	329,300	- 42	3,214	- 1,192
1975	212,690	- 35	2,433	- 781
1976	246,120	+ 16	3,136	+ 703
1977	265,145	+ 8	3,765	+ 629
1978	274,901	+ 4	4,378	+ 613
1979	276,121	+ *	4,860	+ 482
1980	221,091	- 20	4,245	- 615
1981	240,313	+ 9	4,662	+ 417

* Less than one-half of one percent.

CHANGE IN MOBILE HOME PRODUCT MIX

MULTI-SECTION MOBILE HOME SHIPMENTS

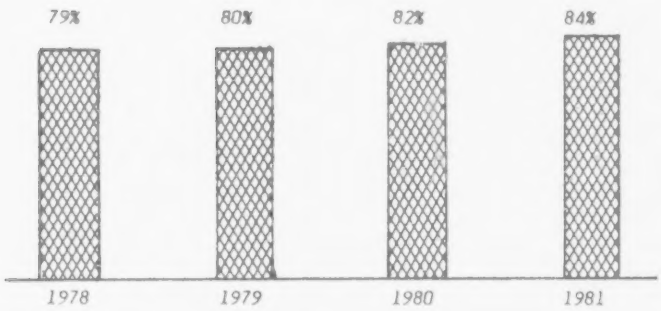
YEAR	UNIT VOLUME	% CHANGE FROM PREVIOUS YEAR	PERCENT SHARE OF TOTAL MOBILE HOME SHIPMENTS
1970	38,514	+ 7.3%	9.6%
1971	59,588	+ 54.7	12.0
1972	85,239	+ 43.0	14.8
1973	104,313	+ 22.4	18.4
1974	74,092	- 29.0	22.5
1975	55,086	- 25.7	25.9
1976	67,352	+ 22.3	27.4
1977	79,540	+ 18.1	30.0
1978	83,890	+ 5.5	30.5
1979	82,141	- 2.1	30.0
1980	60,867	- 25.9	27.5
1981	57,126	- 6.1	23.8

MOBILE HOME SHIPMENTS TO RETAILERS

	1977		1978		1979		1980		1981	
	Homes	%	Homes	%	Homes	%	Homes	%	Homes	%
NORTHEAST	18,263	7	16,182	6	15,449	5	11,888	5	12,108	5
Connecticut	366		360		334		313		283	
Maine	1,397		1,446		1,258		848		879	
Massachusetts	632		691		625		515		469	
New Hampshire	997		1,007		839		718		729	
New Jersey	1,003		996		846		703		531	
New York	4,030		3,733		3,837		3,123		3,439	
Pennsylvania	9,311		7,344		7,147		5,194		5,273	
Rhode Island	84		84		81		61		91	
Vermont	443		521		482		413		414	
EAST NORTH CENTRAL	29,791	11	30,636	11	29,074	10	19,955	9	18,954	8
Illinois	5,587		4,823		4,416		3,143		3,165	
Indiana	5,256		6,032		5,799		4,408		4,152	
Michigan	8,096		9,361		7,952		4,462		4,344	
Ohio	7,359		7,162		8,055		5,975		4,970	
Wisconsin	3,493		3,258		2,852		1,967		2,323	
WEST NORTH CENTRA	20,385	8	17,332	6	15,782	6	11,054	5	11,903	5
Iowa	3,010		2,163		1,931		1,262		1,241	
Kansas	3,429		2,797		2,918		2,250		2,843	
Minnesota	4,627		3,871		3,052		1,528		1,669	
Missouri	4,581		4,427		4,284		3,248		3,091	
Nebraska	1,897		1,527		1,390		935		946	
North Dakota	1,564		1,445		1,326		1,169		1,386	
South Dakota	1,277		1,102		881		662		727	
SOUTH ATLANTIC	52,504	20	59,250	22	71,354	25	61,380	28	67,289	28
Delaware	1,243		1,236		1,278		1,035		1,263	
Florida	16,930		22,070		29,504		26,993		25,632	
Georgia	7,517		8,943		10,240		8,629		10,826	
Maryland	1,153		1,183		1,080		1,118		1,122	
North Carolina	10,118		10,938		12,900		10,867		13,552	
South Carolina	5,887		6,322		7,525		5,789		7,636	
Virginia	5,046		4,491		4,756		3,899		4,391	
West Virginia	4,610		4,067		4,071		3,050		2,867	
SOUTH CENTRAL	61,016	23	68,539	25	70,457	26	64,584	29	79,616	33
Alabama	7,163		8,096		8,389		5,237		5,435	
Arkansas	2,966		2,578		2,654		2,424		2,405	
Kentucky	6,495		5,500		5,850		3,725		4,302	
Louisiana	10,335		11,794		11,437		12,318		14,925	
Mississippi	3,556		4,174		4,806		3,789		3,769	
Oklahoma	4,117		5,897		6,095		6,220		9,939	
Tennessee	4,804		4,880		5,121		4,061		3,861	
Texas	21,580		25,620		26,105		26,810		34,981	
MOUNTAIN	28,046	11	30,738	11	29,077	11	18,996	9	21,543	9
Arizona	6,257		8,103		9,276		5,616		6,457	
Colorado	3,610		4,551		4,547		2,814		3,390	
Idaho	3,252		3,263		2,828		1,585		1,532	
Montana	3,260		2,885		2,222		1,428		1,418	
Nevada	3,074		3,277		2,985		1,723		1,807	
New Mexico	5,013		4,866		3,764		2,606		3,480	
Utah	1,642		1,824		1,558		1,136		1,392	
Wyoming	1,938		1,969		1,897		2,088		2,067	
PACIFIC	47,980	18	41,997	15	35,159	13	24,405	11	20,596	9
California	28,884		22,151		17,501		12,638		11,285	
Oregon	7,885		7,868		6,844		4,262		3,148	
Washington	11,211		11,978		10,814		7,505		6,163	
ALASKA	766		522		142		114		189	
HAWAII	--		--		--		--		--	
*DESTINATION PENDING	6,394	2	9,669	4	9,584	4	8,680	4	8,063	3
TOTAL U.S.	265,145	100	274,901	100	276,121	100	221,091	100	240,313	100

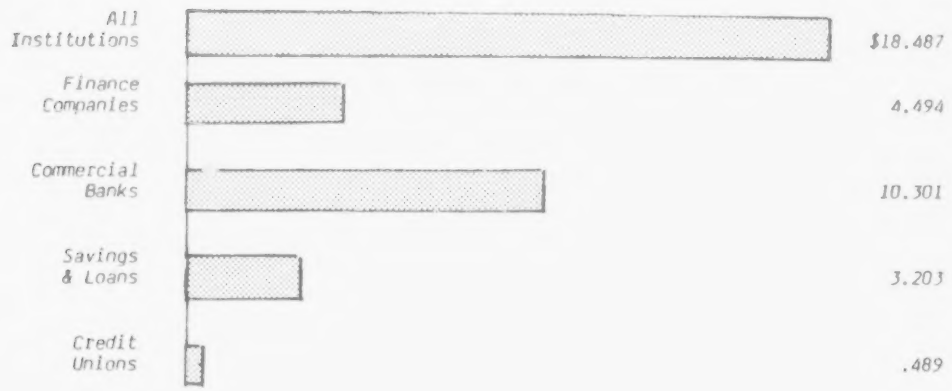
* The data source, NCSBCS, does not account for the ultimate destination of manufacturers' inventory (destination pending) on a monthly basis. On a periodic basis, other than monthly, NCSBCS will determine the destination of inventory.

PERCENT OF MOBILE HOMES PURCHASED WITH FINANCING
Average Monthly Percent



Source: National Housing Index
Division of Jon Whitney Associates, Inc.

1981 VALUE OF MOBILE HOME RETAIL PAPER OUTSTANDING
(In Billions)



Source: Federal Reserve Board

NOTE: The Federal Reserve includes (sales installment) finance companies that are subsidiaries of banks in the commercial bank figures (but not in the finance company figures). The MHI survey counts them as finance companies.